

November 18, 2005

Ms. Cathy Muse, CPPO
Director, Department of Purchasing and Supply Management
12000 Government Center Parkway
Suite 427
Fairfax, VA 22035-0013

Re: Public-Private Partnership Proposal

Dear Ms. Muse:

We are pleased to submit the proposal of Edgemoor Real Estate Services / Clark Construction / Davis Carter Scott to partner with Fairfax County (the "County") to design, develop, construct, and finance a workforce housing transit-oriented development (the "Project") through a public-private partnership. This proposal has been prepared and is being submitted pursuant to the Public-Private Education Facilities and Infrastructure Act of 2002 ("PPEA") and the County's Guidelines.

We hope that the enclosed submittal will clearly demonstrate the exceptional qualifications of our team, and the passion and enthusiasm with which we would approach our partnership with Fairfax County. These qualifications include:

- ***Clark's position as the largest general contractor in the mid-Atlantic market and a leading provider of public-private partnership services to public sector clients.*** Clark has the capability to offer the County a variety of development services, including planning, design, entitlement, financing, and construction, to satisfy a broad range of real estate and facilities needs in a timely and cost effective manner. With our dedicated corporate focus on facilities solutions for public sector clients, we draw on the latest models for successful project development particularly with regard to deal structuring and financing for vital yet capital-constrained projects. In particular, we are developing several projects pursuant to Virginia's PPEA process.
- ***Davis Carter Scott's (DCS) regional leadership in the design community.*** DCS has provided architectural services in the Commonwealth to public and private sector clients for more than 37 years. Because DCS is a local firm and a committed partner with the region's corporate and economic development leaders, DCS understands the distinct needs of Northern Virginia and is uniquely positioned to deliver exceptional design services for the County.
- ***Regional corporate commitment.*** As evidenced by the decision to locate our headquarters in the Washington metropolitan region, Clark and DCS are leaders

in the local business community – a fact that positions us well to serve the interests of the County, and yield results that respond fully to their unique requirements as a partner with industry, the Federal government, and the surrounding communities.

- ***A collective 135--year legacy.*** Like the County, we understand the long view, and are focused on the future. With our deep regional resources, we are prepared to stand by the County going forward to ensure both immediate and long-term project success.

We appreciate your consideration of our capabilities and hope to have the opportunity to be your partner on this undertaking. Edgemoor, Clark Construction and Davis Carter Scott stand ready to engage with the County on its vision to increase workforce housing solutions for its dedicated and talented workforce. Should you wish to further discuss our proposal, we would be pleased to speak with you directly. Please feel free to contact me directly at 301-272-2990 or geoffrey.stricker@edgemoorservices.com.

Thank you for your consideration of Edgemoor/Clark/DCS's qualifications to serve the County's objectives. We would be proud to be your partner on this important project.

Sincerely,

Geoffrey Stricker
Director

Enclosures